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CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, August 1, 2013 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA
(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 27, 2013
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Benson
 - 4.2 Review of Negative Instructor Evaluation
 - 4.2.1 Ronald Smith
 - 4.2.1.1 Review Correspondence Submitted by Mr. Smith
 - 4.3 Review of Course Provider Applications
 - 4.3.1 Course Provider: The Commercial Real Estate School of TriState Realtors Commercial Alliance
 - 4.3.1.1 Course Title: Investing in Real Estate with Your IRA and 401K Retirement Plan
Credit Hours: 3.0
Module: 7
 - 4.3.1.2 Course Title: Real Estate Cycle Theory
Credit Hours: 3.0
Module: 7

- *4.3.1.3 Course Title: Current Issues in Real Estate Law
Credit Hours: 3.0
Module: 7
- 4.3.2 Course Provider: Kent County School of Real Estate
 - 4.3.2.1 Course Title: Salesperson Pre-Licensing Course
Credit Hours: 99.0
- 4.3.3 Course Provider: Long & Foster Institute of Real Estate
 - 4.3.3.1 Course Title: Mastering the Art of the Short Sale
Credit Hours: 6.0
Module(s): 6 & 7
 - 4.3.3.2 Course Title: Assisting the Internet Consumer
Credit Hours: 3.0
Module: 7
- *4.3.4 Course Provider: Century 21 Gold Key Realty
 - 4.3.4.1 Course Title: Procuring Cause and Conflict Resolution
Credit Hours: 3.0
Module: 4
- *4.3.5 Course Provider: Council of Residential Specialists
 - 4.3.5.1 Course Title: CRS 111 Short Sales & Foreclosures: Protecting Your Clients Interests
Credit Hours: 8.0
Module(s): 6 & 7
 - 4.3.5.2 Course Title: CRS 210 Building an Exceptional Customer Service Referral Business
Credit Hours: 8.0
Module(s): 6 & 7
- *4.3.6 Course Provider: The Frederick Academy of Real Estate
 - 4.3.6.1 Course Title: Practices for the Commercial Agent & Commercial Broker's Lien
Credit Hours: 3.0
Module: 6
- *4.3.7 Course Provider: Delaware School of Real Estate
 - 4.3.7.1 Course Title: Pre-Licensing Course
Credit Hours: 99.0
 - 4.3.7.2 Course Title: Legislative Landmines
Credit Hours: 3.0
Module: 5
 - 4.3.7.3 Course Title: New Agency – The Why's, How's and Wherefores
Credit Hours: 3.0
Module: 5
 - 4.3.7.4 Course Title: Real Estate Investment Fundamentals
Credit Hours: 3.0

Module: 6

4.3.7.5 Course Title: Practical Tips for Listing Agents
Credit Hours: 3.0
Module: 7

4.3.7.6 Course Title: Navigating 2013 and Beyond
Credit Hours: 3.0
Module: 7

4.3.7.7 Course Title: Agent Etiquette
Credit Hours: 3.0
Module: 7

*4.3.8 Course Provider: InterNACHI

4.3.8.1 Course Title: Home Energy Efficiency for Real Estate Professionals
Credit Hours: 8.0
Module: 7

4.4 Review of Instructor Applications

4.4.1 Gary Dodge

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 3 & 5

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate

4.4.2 William Ferreri

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 4 & 6

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Real Estate Investment

4.4.3 Carl Fischer

Continuing Education: Module 7 – Tax Free Income for Life with Real Estate in Your IRA/401K

4.4.4 Brian Funk

Continuing Education: Modules 3 & 5

Pre-Licensing Course: Real Estate Law

4.4.5 Kathleen Rylander

Continuing Education: Module 7 – Seniors Real Estate Specialist (SRES); Accredited Buyers Representative (ABR)

*4.4.6 Judith Alignan

Continuing Education: Module 7 – Negotiation; ABR

*4.4.7 Virgil Bullis Sr.

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules: 1; 3; & 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Financing; Ethics; Real Estate Investment; Mathematics

*4.4.8 Christopher Cashman

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Business Planning and Marketing; HUD Training

Pre-Licensing Course: Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment

*4.4.9 Warner J. Clark

Continuing Education: Module 7 – Flood Insurance Basics

*4.4.10 Jason Giles

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6, Continuing Education Module 7 – Agent Etiquette; Business Planning; Ethics or Professional Standards; Agency, Fair Housing

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal and Governmental Aspects of Real Estate; Real Estate Investment

*4.4.11 Benjamin Gromicko

Continuing Education Module 7 – Home Energy Efficiency for Real Estate Professionals

*4.4.12 Dee Hake

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Contracts; Buyer Intake; Listing Presentations; Staging; Pre-Qualifying; Lead Generating; REOs; Relocations; Foreclosures; Shortsales; Upcalls; Do Not Call; Do Not Fax; Advertising; Marketing

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

*4.4.13 Albert Hughes

Continuing Education: Module 7 – Real Estate Cycle Theory

*4.4.14 Salvatore Sedita

Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6;
Continuing Education Module 7 – Agent Etiquette; Ethics or Professional Standards;
Business Planning; Agency; Fair Housing

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing;
Ethics; Real Estate Investment

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 5, 2013 at 9:30 a.m.

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.